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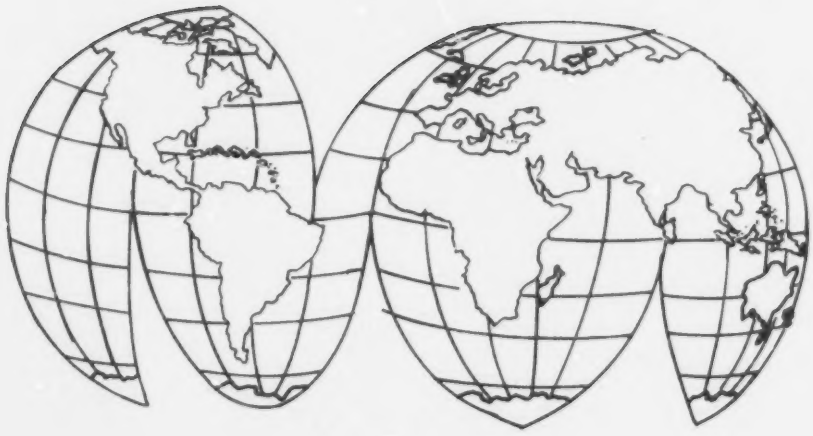
# INTERNATIONAL TRADE

## STATE AND LOCAL
# Resource Directory

**1988–1989**

**New Hampshire**



**U. S. Small Business Administration**

Office of International Trade/Office of Business Development

SBA 1.13/4:

# INTERNATIONAL TRADE

## State and Local Resource Directory 1988 - 1989

# New Hampshire

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

# FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of New Hampshire. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

# PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by Paul F. Kirwin of the Office of International Trade. Major contributions were made by George Wye of the Concord District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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# U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

**U.S. Small Business Administration**
P.O. Box 1257
Concord, NH 03301
(603) 225-4400

**U.S. Department of Commerce**
International Trade Administration
World Trade Center, Suite 307
Commonwealth Pier Area
Boston, MA 02210
(617) 565-8563

# STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

**New Hampshire Department of Resources & Economic Development**
Office of Industrial Development
105 Loudon Road, Bldg. #2
P.O. Box 856
Concord, NH 03301
(603) 271-2591

The Office of Industrial Development (OID) assists manufacturing firms to export products specific to state industries through its network of trade programs and resources. It periodically provides trade leads and can assist in the development of a joint venture. The Office also participates in trade shows. The OID publishes booklets entitled "A Guide to Doing Business in New Hampshire", "New Hampshire Offers to Industry Internationally..." and "Made In New Hampshire," a directory of New Hampshire companies.

# PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

**New Hampshire State Port Authority**
555 Market Square
P.O. Box 506
Portsmouth, NH 03801
(603) 436-8500

The New Hampshire State Port Authority is responsible for port promotion, traffic management and trade development. It also publishes the "New Hampshire Port Authority International Handbook."

# SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries of the special services offered.

**University of New Hampshire**
Small Business Development Center
400 Commercial Street
Manchester, NH 03101
(603) 625-4522

The SBDC provides international trade training and counseling services. It also conducts seminars and workshops on international trade.

**University of New Hampshire**
Whittemore School of Business and Economics
Durham, NH 03824
(603) 862-2771

The School of Business and Management offers courses in international business management and international economics.

# CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

**Exeter Area Chamber of Commerce**
120 Water Street
Exeter, NH 03833
(603) 772-2411

**Greater Manchester Chamber of Commerce**
889 Elm Street
Manchester, NH 03103
(603) 625-5753

The Greater Manchester Chamber of Commerce works closely with the New Hampshire International Trade Association to promote trade development. Among other activities, it co-sponsors seminars on exporting.

**Merrimack Chamber of Commerce**
P.O. Box 254
Merrimack, NH 03054
(603) 424-3669

**Greater Portsmouth Chamber of Commerce**
P.O. Box 239
Portsmouth, NH 03081
(603) 436-1116

# PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included.

**Massachusetts District Export Council**
c/o U.S. Department of Commerce
International Trade Administration
World Trade Center, Suite 307
Commonwealth Pier Area
Boston, MA 02210
(617) 565-8563

The State of New Hampshire is represented by the Massachusetts District Export Council. The Massachusetts District Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

**New Hampshire International Trade Association**
c/o Whittemore School of Business and Economics
University of New Hampshire
Durham, NH 03824
(603) 862-2771

The New Hampshire International Trade Association (NHITA) regularly conducts seminars, workshops and discussion groups in cooperation with the Manchester Small Business Development Center. NHITA offers assistance to small businesses in developing export potential by getting larger businesses to provide their insights and experiences.

# FOREIGN EMBASSIES

Generally, the embassies that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country. A country's embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for New Hampshire.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

# BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Bay Bank Boston, N.A.
116-E South River Road
Bedford, NH 03102
(603) 625-4567

First National Bank of Portsmouth
Fleet and State Streets
Portsmouth, NH 03801
(603) 436-7700

Indian Head Bank
One Indian Head Plaza
P.O. Box 647
Nashua, NH 03061
(603) 880-5000
Telex: 95-3080 INDIANHEADBK UD

# EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

| | |
|---|---|
| Bedford International<br>P.O. Box 608<br>Manchester, NH 03105<br>(603) 622-6435<br>Telex: 94-3511 | Spare parts & supplies for copy machines. |
| Dexim, Inc.<br>120 Main Street, Suite 10<br>P.O. Box 808<br>Nashua, NH 03061<br>(603) 883-3209 | Hobby & craft articles, toys, novelty clocks. |
| Export Management Co., Inc. and Port Trading Co.<br>500 Market Street, Suite 10<br>Nobles Island,<br>Portsmouth, NH 03801<br>(603) 431-7434<br>Telex: 95-0060 EXPT MGT ELLO | Agricultural machinery, equipment & chemicals, communication equipment & systems, solar energy & other alternative energy equipment, food & beverages, forestry products, laboratory & scientific instruments, restaurant & hotel catering equipment, sports & recreational equipment, health care equipment & supplies, pharmaceuticals.<br>Area: Middle East, Far East, Europe |
| International Building Supply, Inc.<br>P.O. Box 370<br>East Hampstead, NH 03826<br>(603) 329-7139<br>Telex: 95-0060 INT BLD SUP | Lumber, marine pilings, building materials, equipment & supplies. |
| Portsmouth International Trading Corp.<br>500 Market Street<br>Portsmouth, NH 03801<br>(603) 431-5125 | Scrap metals. |

| | |
|---|---|
| Roston Marketing and Export Co.<br>922 Elm Street<br>Manchester, NH 03101<br>(603) 668-9951 | Chilling and heating equipment, liquid filters, heat exchangers, water treatment chemicals, integrated high-speed motors. |
| Seatrade International<br>P.O. Box 1090<br>Portsmouth, NH 03801<br>(603) 431-5184 | Shellfish & flatfish. |
| Symbicon, Inc.<br>89 Route 101A<br>Amherst, NH 03031<br>(603) 673-1511 | Industrial machinery & equipment, industrial processing instruments. |
| Veritas/Vericopy International<br>50 N. Main Street<br>P.O. Box 1144<br>Manchester, NH 03105<br>(603) 622-6437 | Computers, agricultural & forestry equipment, education & scientific equipment, photocopy paper. |

# INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below.

| | |
|---|---|
| Arthur Andersen & Co.<br>1155 Elm Street<br>Manchester, NH 03101<br>(603) 625-1772 | International accounting. |
| Coopers & Lybrand<br>2 Wall Street<br>Manchester, NH 03102<br>(603) 669-2200 | International accounting. |
| Deloitte, Haskins & Sells<br>1000 Elm Street<br>Manchester, NH 03101<br>(603) 669-4311 | International accounting. |
| Ernst & Whinney<br>2 Wall Street<br>Manchester, NH 03102<br>(603) 625-9601 | International accounting. |
| Kingsun International Inc.<br>391 New Castle Avenue<br>Portsmouth, NH 03801<br>(603) 433-1984 | Areas: Pacific Rim, especially Hong Kong, China & Taiwan |
| Peat, Marwick, Main & Co.<br>2 Wall Street<br>Manchester, NH 03102<br>(603) 668-8202 | International accounting. |
| Arthur Young & Co.<br>650 Elm Street<br>Manchester, NH 03101<br>(603) 625-2002 | International accounting. |

| | |
|---|---|
| Alfred L. Simensen<br>25 Gordon Moutain Road<br>Windham, NH 03087<br>(603) 893-9309<br>Fax: 603-893-8859 | High technology products. |
| Arthur Young & Co.<br>650 Elm Street<br>Manchester, NH 03101<br>(603) 625-2002 | International accounting. |

# CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*).

Allied Service Center
1100 Hooksett Road
Hooksett, NH 03106
(603) 634-3671

John T. Clark & Son
P.O. Box 1271
Portsmouth, NH 03801
(603) 431-8500

A.N. Deringer, Inc.
Portsmouth, NH 03801
(603) 431-2540

M.H. Hillery, Inc. (*)
140 Epping Road
Exeter, NH 03833
(603) 778-1866
Fax: 603-778-9213

H.P. Lambert Co., Inc.
P.O. Box 306
Portsmouth, NH 02130
(603) 431-3260

J.D. MacDonald & Co., Inc. (*)
Portsmouth Parade
Hanover Street
Portsmouth, NH 03801
(603) 431-3100
Fax: 603-431-5964

Moran Navigation
34 Geres Street
Portsmouth, NH 03801
(603) 436-1204

# CORRECTION FORM

## SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

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